

**REQUEST FOR APPLICATION (RFA)**

**U. S. Agency for International Development’s Power Africa-Funded Empower East and Central Africa Activity**

<b>RFA Title:</b>	Productive Use of Energy (PUE), Market Expansion
<b>RFA Number:</b>	RFA/USAID EECA/02/2024
<b>Issue Date:</b>	December 5, 2024
<b>Closing Date:</b>	January 24, 2025
<b>Submit Applications to:</b>	<a href="mailto:eecagrants@powerafrica-eeca.org">eecagrants@powerafrica-eeca.org</a>
<b>Deadline to Submit Questions:</b>	December 16, 2024
<b>Submit Questions to:</b>	<a href="mailto:eecagrants@powerafrica-eeca.org">eecagrants@powerafrica-eeca.org</a> .
<b>Responses to Questions Published:</b>	December 20, 2024  Responses to questions will be published at <a href="http://www.rti.org/rfp">www.rti.org/rfp</a> on the date indicated above.
<b>RFA Workshop Date:</b>	December 17, 2024 ( <a href="#">Zoom Meeting</a> )
<b>Period of Performance:</b>	12 months

**SECTION 1: BACKGROUND**

**i. Power Africa Empower East and Central Africa Activity Background**

The purpose of the United States Agency for International Development’s (USAID’s) Power Africa-funded activity in East and Central Africa - the Empower East and Central Africa (EECA) program- is to increase the availability of and access to affordable, reliable, sustainable, and clean energy in East and Central Africa to reach measurable development outcomes. These measurable development outcomes include economic growth, increased resilience, improved livelihoods, and increased inclusive access to electricity-enabled services in areas such as agriculture, water provision, education, transportation, and telecommunications. EECA is implemented across 14 countries: Burundi, Central African Republic, Democratic Republic of the Congo (DRC), Djibouti, Ethiopia, Gabon, Kenya, Republic of Congo, Rwanda, Somalia, South Sudan, Sudan, Tanzania, and Uganda. RTI International is the lead implementing partner for the Power Africa EECA activity.

Power Africa implements and measures progress toward the following three key development objectives (DOs):

- DO1: Ending energy poverty
- DO2: Accelerating a carbon free future
- DO3: Bolstering energy sector investment and innovation.

## ii. The Power Africa EECA Grant Opportunity

Through its Grants Under Contract mechanism, Power Africa will provide grants to catalyze effective energy sector innovations that address Power Africa’s DOs.

EECA will issue other Request for Applications (RFAs) during different time periods, or “windows,” over the course of the activity. The current call is for Window 2: Productive Use of Energy (PUE), Market Expansion.

For the purposes of this RFA, PUE is defined as the use of renewable energy to power appliances or devices to increase income and productivity. The proposed PUE devices can be in any of the following main categories:

- **Off-grid energy solutions to mechanize agriculture value chain processes:** grain milling, oil extraction, refrigeration, transport, etc. It is expected that the power’s use will address business solution(s) that will generate ongoing revenue and profits to sustain the enterprise.
- **Solar water pumps.**
- **Agricultural post-harvest processing and storage devices:** mill, huller, thresher, crusher, paste maker, packers, oil press, cold rooms, and refrigerators or freezers.
- **Dairy, poultry, and livestock:** cold room, refrigerator, freezer, ice maker, milk tank, cold transport, egg incubator, and electric fences.
- **Fisheries:** fishing lights, solar water pumps, ice maker, cold transport, and solar dryers.
- **Renewable energy-powered light industry applications:** sewing machine, loom, drill, hammer, soldering iron, welder, compressor, and carpentry tool kits.
- **Renewable energy-powered devices for restaurants and hospitality:** fans, televisions, refrigerators, ovens or bakeries, phone chargers, and electric pressure cookers.

Please note that the issuance of this RFA does not constitute an award or a commitment by Power Africa or the EECA activity. In addition, the activity will not pay for any pre-award costs related to this RFA. This RFA, together with its accompanying annexes, can be downloaded at [www.rti.org/rfp](http://www.rti.org/rfp).

## iii. Grant Activity Background

PUE appliances<sup>1</sup> are increasingly becoming available in East and Central Africa, pushed by firms that develop the technologies and the distributors that help them reach customers. PUE has socioeconomic benefits, including income generation, enhanced agricultural productivity, job creation, increased climate resilience for agriculture, and (often) reduced workloads that free up time for other activities (e.g., studying and leisure) among women and children from non-productive labor.

Over the past three years, sales of PUE appliances have shown mixed growth globally. According to the Off-Grid Solar Market Trend Report 2024,<sup>2</sup> mature products like solar water pumps have achieved strong sales growth, with an average annual growth rate of 34% since 2021. This high growth can be attributed to the technological maturity of these products and their promotion by various programs. With continued support through incentives like subsidies, sales of solar water pumps are expected to keep rising. In contrast, refrigerators have experienced slower growth—only

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<sup>1</sup> PUE technology consists of powered devices that can be used in commerce, industry, and agriculture to improve incomes and welfare.

<sup>2</sup> Energy Sector Management Assistance Program, GOGLA, & Dalberg. (2024). *Off-grid solar market trends report 2024*. [https://www.esmap.org/Off-Grid\\_Solar\\_Market\\_Trends\\_Report\\_2024](https://www.esmap.org/Off-Grid_Solar_Market_Trends_Report_2024)

4% growth per annum. This slower pace is largely due to their higher average costs and lower perceived returns on investment.

Despite the socioeconomic potential of PUE, there are challenges in achieving scale due to low awareness and low customer income levels in rural areas, leading to a low ability to pay for appliances or devices and high consumer financing requirements. Creating a PUE customer base takes significant effort and is complex. PUE companies must create awareness of the technology, find customers with the ability to pay,<sup>3</sup> showcase the value proposition to the customers, train users, and provide after-sale support. All of this contributes to the high cost of customer acquisition, further worsening the affordability challenge. Furthermore, limited access to equity and debt for PUE companies makes it difficult for them to achieve increased sales. PUE companies require technical assistance and grant funding support not only to raise capital but also to expand distribution and scale-up sales.

Through this PUE, Market Expansion grant window, EECA intends to de-risk market expansion and scale up the sale of PUE systems and devices in East and Central Africa. Off-grid companies selling PUE devices will use these grants to implement innovative customer acquisition approaches and activities that endeavor to increase sales of PUE devices. This will include innovative approaches that focus on women and marginalized communities.

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<sup>3</sup> For agricultural value chains, customers are mostly in geographically dispersed rural areas.

## SECTION 2: AWARD INFORMATION

### i. Grant Funding

This RFA invites private sector companies to apply for grant funding. Applicants must have experience, presence, and organizational mandate to operate in any of the East and Central African countries and contribute to Power Africa's overall goal and objectives.

Proposals must address the following challenges:

- **Affordability and consumer financing of PUE products:** This award is intended to accelerate the adoption of PUE products, particularly by women. Awardees should provide solutions, such as business models that mitigate against high upfront costs of PUE products, to allow rapid scaling and dissemination of PUE technologies. Innovative financing models that address barriers to financing, especially for women, should be considered.
- **Awareness and customer acquisition:** Proposals to implement focused awareness, sales, and marketing activities, alongside other innovative approaches to catalyze the adoption and utilization of PUE solutions, are encouraged.

### ii. Performance Period

The performance period for the award under this RFA will be 12 months from the award date. EECA activity reserves the right to renew an award or incrementally fund activities over the duration of the grant-supported program, if necessary, depending on the grant-supported program's overall period and performance against approved results indicators and availability of funds.

### iii. Anticipated Grant Funding

The funding under this RFA will depend on the quality of the content, number of applications received, and availability of funds. Applicants are encouraged to leverage additional funds to support activities. The individual grant award funding for this RFA (PUE, Market Expansion-RFA/USAID EECA/02/2024) will be no more than U.S. dollars (USD) 250,000. Applications for grant amounts that exceed this range will be reviewed and, if approved, will be restricted to USD 250,000 of grant funding. The proposed budget will be reviewed to ensure it meets the cost principles requirement of allowability, allocability, and reasonability. All submitted budgets must be in USD.

### iv. Type of Award

Grants under this RFA will either be fixed-amount awards (FAAs) or cost reimbursement grants. The precise type of award and award agreement will be determined by, among other factors, a pre-award assessment, the nature of the activities to be conducted, and the nature of the organization seeking to receive and manage USAID funding. For FAAs, the activity will make payments based on meeting milestones and deliverables. For cost reimbursement grants, disbursement will be done upon submission of an invoice and supporting documentation by the grantee, and after RTI's review and verification of the reasonability, allowability, and allocability of the actual expended costs. All grant applications require a detailed budget.

## SECTION 3: ELIGIBILITY INFORMATION

### i. Types of Eligible Organizations

This RFA is open to private sector companies that have been in the PUE development, sales, and/or distribution chain for at least one year.

*Important note: Because national and county governments are primary Power Africa partners, organizations owned or affiliated to Power Africa partners or implementing country government entities and their employees are not eligible for this grant opportunity.*

### ii. Eligibility Criteria

- Applicants should be legally registered and physically established in any of the 14 countries where EECA is implemented. These are: Burundi, Central African Republic, DRC, Djibouti, Ethiopia, Gabon, Kenya, Republic of Congo, Rwanda, Somalia, South Sudan, Sudan, Tanzania, and Uganda. Applicants must have an in-depth understanding of these countries' energy sectors.
- Applicants must demonstrate satisfactory and proven experience in the PUE business. (Applicants should at least have one year of operation experience with proven sales of at least 100 PUE devices.)
- Applicants must demonstrate evidence of an available inventory of PUE devices. For example, 50 solar water pumps, 20 solar mills, 50 refrigerators, 200 fishing lights, etc.
- Applicants must demonstrate sound financial health, including two years of audited financial statements, established financial management processes and procedures, and dedicated financial management staff.

#### Notes:

- *Applicants must attach supporting documents for the above requirements.*
- *Local companies are strongly encouraged to apply.*
- *Companies with women in leadership positions; those operating in marginalized communities; or those based or willing to expand to the Central Africa Republic, DRC, Burundi, or Somalia will be given additional consideration.*

### iii. Guiding Policies and regulations

#### a. Unique Entity Identifier (UEI)

Grants under this RFA will be required to provide their UEI number at the time of the award. If the applicant already has a number, it should be included in the application. Otherwise, applicants will be required to obtain a UEI number before the award is made. Applicants are encouraged to obtain their UEI number through registration in the [System for Award Management \(SAM\)](#).

#### b. Internal control environment

Applicants must display sound management in the form of financial, administrative technical policies, practices, and procedures that can safeguard assets, prevent fraud and abuse of funds, as well as support achieving the activity's goals. EECA will conduct a pre-award assessment before awarding a grant. Applicants are expected to complete the Organization Control Environment Questionnaire in **Annex 4**. Any false information will result in rejection of the application or the cancellation of any resulting award.

**c. Provisions and regulations**

Each application will be assessed to ensure it conforms to USAID’s Mandatory Standard Provisions for Non-U.S. Nongovernmental Organizations, the Required as Applicable Standard Provisions for Non-U.S. Nongovernmental Organizations, the requirements of and applicable cost principles in 2 CFR Part 200, the requirements and applicable cost principles in [ADS Reference 303mab](#), and other relevant USAID rules and regulations, including but not limited to

- Financial management requirements (2 CFR 200.300-309)
- Property standards for equipment that will be procured under this grant (2 CFR 200.310-316)
- Procurement standards for significant procurement in the award (2.CFR 200.317-326)
- Reports and records requirements (2 CFR 200.327-329, 2 CFR 200.333-337)
- 2 CFR 200 Part E: Cost principles.

**d. Environmental compliance requirement**

The Foreign Assistance Act of 1961, as amended, Section 117 requires that the impact of USAID-funded activities on the environment be considered, and that environmental sustainability be considered in designing and carrying out development programs. The environmental impacts of USAID-financed activities must be identified prior to a final decision to proceed, and appropriate environmental safeguards must be adopted for all activities. As part of its response, the applicant, in collaboration with the EECA technical staff, shall review all planned activities under the grant to determine whether any environmental action or documentation must be completed prior to implementation.

**e. False statements in applications**

Applicants must provide full, accurate, and complete information, as required by this RFA and its attachments. Any false representation of facts, making false statements, or concealment of information is fraudulent and unacceptable.

**f. Conflict of interest clause**

Applicants must disclose any past, present, or future relationships with any parties associated with the issuance, review, or management of this solicitation and anticipated award. Failure to provide full and open disclosure may result in EECA having to re-evaluate the selection of a potential applicant.

**g. Prohibited goods and services**

Under no circumstances shall the recipient procure any of the below under this award, as these items are excluded by the Foreign Assistance Act, and other legislation that govern USAID funding. Programs that are found to transact in any of these shall be disqualified:

- a. Military equipment
- b. Surveillance equipment
- c. Commodities and services for support of police or other law enforcement activities
- d. Abortion equipment and services
- e. Luxury goods and gambling equipment
- f. Weather modification equipment
- g. Restricted goods

The following costs are restricted by USAID, and require prior written approval from EECA and USAID to be allowable costs:

- a. Agricultural commodities
- b. Motor vehicles
- c. Pharmaceuticals
- d. Pesticides
- e. Fertilizer
- f. Contraceptives
- g. Used equipment
- h. Immovable property

Further, the award cannot be used for the activities listed below. Applications found to transact in any of these shall be disqualified:

- Purchases of any equipment or services from specific companies, or their subsidiaries and affiliates, including Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, and Dahua Technology Company.
- Purchases of goods or services restricted or prohibited under the prevailing USAID source/nationality and other regulations or from countries or suppliers as may be identified by USAID's consolidated list of debarred, suspended, or ineligible subcontractors at <http://www.sam.gov>.
- Construction, infrastructure, renovation, and rehabilitation projects. The definition of "construction" for purposes of this RFA means construction, alteration, or repair (including dredging and excavation) of buildings, structures, or other real property and includes, without limitation, improvements, renovations, alterations, and refurbishment. The term includes, without limitation, roads, power plants, buildings, bridges, water treatment facilities, and vertical structures. Additionally, procurement of equipment with the intent to install as a permanent fixture (e.g., fixed solar array) will be considered construction.



## SECTION 4: APPLICATION AND SUBMISSION

### i. Instructions to Applicants

Applicants are required to submit applications using the template and format provided in **Annex 1**, together with a budget (**Annexes 2 and 3**). The technical application should clearly outline the applicant's approach to achieving the results intended from this funding opportunity. The proposed activities should be linked to this RFA's objectives, clearly show their contribution to Power Africa's goals, and help address the challenges described above to increase the availability of and access to affordable PUE devices in East and Central Africa.

It is the applicant's responsibility to read and understand the RFA and ensure that their application addresses all the items listed in the Eligibility Criteria and in the Evaluation Criteria.

Annex 1, Part 2 should not exceed 10 pages, excluding the cover page, and Annexes 2, 3, and 4. Applications can either be written in English or French, though applicants are encouraged to submit in English wherever possible.

### ii. Questions and Further Assistance

EECA will be hosting a virtual workshop regarding this opportunity on **December 17, 2024, at 12:00 p.m. EAT**, to provide further technical insight on this RFA and to respond to questions that are submitted through email and those raised during the workshop. The meeting will be held virtually on Zoom. Please use the link below to register.

Meeting Link: [https://rtiorg.zoom.us/webinar/register/WN\\_Hv-iFJMITaOC3VcMXkFIZg](https://rtiorg.zoom.us/webinar/register/WN_Hv-iFJMITaOC3VcMXkFIZg)

Questions concerning this RFA must be submitted in writing via email to [eecagrants@powerafrica-eeca.org](mailto:eecagrants@powerafrica-eeca.org). Please include the following in the email subject line as reference: **RFA/USAID EECA/02/2024 (name of the applicant)**. All questions must be submitted on or before **Monday, December 16, 2024**. Questions will not be accepted by any other means. Responses to questions will be posted to [www.rti.org/rfp](http://www.rti.org/rfp) on **Friday, December 20, 2024**. It is the responsibility of the applicant to monitor this website for any amendments that may be posted.

### iii. Submission

Applicants should electronically submit their applications **STRICTLY** using the **application form provided in Annex 1** in PDF format to [eecagrants@powerafrica-eeca.org](mailto:eecagrants@powerafrica-eeca.org) on or before **5 p.m. EAT, Friday, January 24, 2025**. **Late submissions will not be accepted**. Only submissions made to the above provided email will be considered. You can also request fillable forms by sending an email to [eecagrants@powerafrica-eeca.org](mailto:eecagrants@powerafrica-eeca.org).

**The subject of the submission email should be "Request for Application RFA/USAID EECA/02/2024/ (name of the applicant)."** Only submissions received before the deadline and through the email address provided above will be considered. The application form, budget, and all annexes can be downloaded at [www.rti.org/rfp](http://www.rti.org/rfp).



Word document annexes and fillable forms may be requested anytime within the RFA period by sending an email to [ecagrants@powerafrica-eeca.org](mailto:ecagrants@powerafrica-eeca.org).

✓ **The annexes below are required to be submitted by the submission deadline.**

**Annex 1:** Grants application form (PDF document; Part 2 not exceed 10 pages)

**Annex 2:** Budget template, implementation plan (Microsoft Excel workbook)

**Annex 3:** Budget narrative (PDF document)

**Annex 4:** Organization Control Environment Questionnaire

**Annex 5:** Past performance references

**Annex 6:** CVs of key personnel, management, and technical staff who will oversee the program.

✓ **The information below is required prior to any award.**

1. Proof that the applicant is eligible to work in the country.
2. Organizational diagram
3. Signed and dated certifications, assurances, and representations, including Anti-Terrorism Certification(<https://www.usaid.gov/sites/default/files/2022-12/303mav.pdf>)
4. UEI (see <https://sam.gov>)

**iv. Program Technical Application**

Applicants are expected to develop a detailed application based on their understanding and prior institutional experience, and their determination of the methodology that would be feasible, scalable, and successful within the context of PUE, Market Development. In all cases, the applicant will explain the rationale for the proposed design and approaches. This information will be submitted in the format provided in Annex 1 (grants application form).

**v. Cost Application**

The applicant is expected to submit a detailed budget (**Microsoft Excel workbook, as per Annex 2**) together with the **budget narrative/notes (PDF, as per Annex 3)**. The budget should provide a detailed breakdown of costs per activity, including the proposed level of effort for the staff that will support the program. All costs must be reasonable, allowable, and allocable, and must be within the policies, procedures, and practices of the applicant's operational environment. In addition, all costs must comply with 2 CFR 200 Sub-part E, Cost principles. See the full text of [2 CFR 200](#) for more information. The application form must be signed by the applicant's authorized contact person.

**vi. Disclaimer**

- **Late submissions will not be accepted**
- EECA reserves the right to accept or reject any application.
- EECA reserves the right to disqualify any application if it does not follow the instructions provided, e.g., using the wrong templates or submitting the required documentation in the wrong format.
- EECA will not compensate applicants for any costs associated with preparing or submitting applications.

- EECA reserves the right to request more information from the applicants and negotiate as may be necessary.
- Any false or concealed information by the applicant will lead to automatic disqualification.
- Canvassing will lead to automatic disqualification.

## SECTION 5: SELECTION CRITERIA

### i. Overview

Applications will be evaluated by a selection committee in accordance with the stipulated evaluation criteria below. Shortlisted applications that demonstrate alignment with activity objectives and that meet the minimum technical requirements will be considered for a pre-award assessment.

### ii. Evaluation Criteria

Full applications will be evaluated against the merit review criteria as shown below.

Merit Review and Category	Points
A. Impact: Relevance/possibility of the proposed strategy and activities contributing to Power Africa DOs	20
B. Innovation	15
C. Gender and social inclusion	10
D. Women led	10
E. Local organization	10
F. Implementation in DRC, Central Africa Republic, Burundi, Republic of Congo, or Somalia	10
G. Leveraging other funds/resources to increase the impact of the proposed intervention	10
H. Management and operational capacity	5
I. Commercial sustainability/financial self-reliance beyond the grant period	5
J. Cost efficiency	5
<b>Overall Rating (out of 100 points)</b>	<b>100</b>

The merit review criteria elements are described more fully below.

**Impact (20 points).** The proposed solution should improve sales and increase access to PUEs by the intended communities. The solution should result in tangible impacts, such as one of the following: improve agricultural productivity and value-addition, facilitate agro-processing, improve crop storage, increase user/operator income, or improve food security.

Applicants must include a narrative description of all impacts expected to result from the proposed program. These additional impacts will also be considered in the scoring.

Certain impacts may be measured through the following metrics (this list is not exhaustive, and the applicant may propose other impact measurement indicators):

- Number of PUE devices or systems sold
- Number of customers purchasing PUEs
- Number of microenterprises served by PUEs
- Number of new PUE retail locations
- Number of new jobs created.

**Innovation and business model (15 points)**. The proposed solution should introduce a new revenue stream, business model, scale up of modern technology, etc. This does not include the research and development of new technology, but rather the introduction of an innovative technology or innovative business models and uses of existing solutions, for example, an innovative new consumer financing or other financial product, or new way of working with agricultural distributors or producer groups. Applicants are encouraged to demonstrate the incentives put in place to facilitate end users' acquisition of the products. The applicant should clearly state what is the value proposition of the proposed innovation or business model.

**Gender and social inclusion (10 points)**. The applicant should highlight how the program approach will improve gender equality and women's empowerment, including how women and other vulnerable groups will benefit from this program. This may include economic/income opportunities that are created for women, access to labor- and time-saving PUE devices, and job opportunities, among others.

Five of the 10 points will also be awarded based on gender balance in the workplace:

- 0 points: No women in management or part of the implementation team.
- 2 points: Less than 25% of Lead Applicant's employees are women.
- 3 points: Between 26% and 50% of Lead Applicant's employees are women.
- 4 points: Between 51% and 75% of Lead Applicant's employees are women.
- 5 points: Between 76% and 100% of Lead Applicant's employees are women.

The remaining five points will be awarded as follows:

- 1 point: Gender issues are considered in program/product designs.
- 1 point: The descriptions of program activities include specific measures to address the gender-based barriers or gaps identified.
- 1 point: Targets have been strategically set to close gender gaps (e.g., disproportionate differences between men and women).
- 2 points: Practices equitable and inclusive recruitment and hiring practices. For example, the Lead Applicant has a gender equality or gender and inclusion policy, equal opportunity policy, sexual and harassment policy, code of conduct, etc.

**Women led (10 points)**. The applicant should highlight how it promotes women's leadership or is led by women in a meaningful way.

- Clearly outline the roles of women in leadership positions within the organization, such as project directors, team leaders, or key decision-makers.
- Highlight any founders, Chief Executive Officers, or high-ranking officials who are women and are involved in steering the organization.
- Explain how the organization fosters an environment for women to lead and grow in their careers or skill sets.
- The applicant can mention any training, mentoring, or leadership development opportunities provided specifically to women as part of their work to empower women.

If possible, include concrete examples or statistics on women's participation in leadership to illustrate the program's commitment to women-led initiatives, which will strengthen the score in this category.

**Local organization (10 points).** The applicant **must** demonstrate that they are founded locally and share a brief history that shows how the organization originated in the community to address specific needs. The applicant can demonstrate that it is a local organization by providing clear evidence of its roots, presence, and commitment to the community it serves. Specific examples to establish this include the following:

- Mention office locations or local branches that underscore the organization's physical presence and accessibility.
- Emphasize that the organization is led or predominantly staffed by local individuals who understand the community's language, culture, and issues.
- Show how the applicant's deep understanding of local challenges and needs informs the program's design and goals.

**Implementation in DRC, ROC, Central Africa Republic, Burundi, or Somalia (10 points).**

Demonstrate a deep understanding of the unique social, political, and economic challenges in the DRC, ROC, Central Africa Republic, Burundi, or Somalia. Highlight any security concerns, infrastructure issues, or local conflicts that may impact program implementation in these areas and explain strategies for navigating them. The applicant should demonstrate how the program will address the risks of implementing initiatives in these high-stakes environments.

The applicant should describe how they will engage local communities and ensure that program activities align with local values and customs. Including specific examples of successful prior initiatives or partnerships in these countries (if any) will further establish credibility and confidence in your ability to effectively implement the program in these countries.

**Leveraging other funds/resources (10 points).** Proposed solutions that demonstrate leveraging resources from other sources that improve the best value for money to increase the impact of the proposed intervention will be given preference. This can include, but is not limited to:

- Direct in-kind contributions by the applicant or any other party (i.e., labor, land, overhead, etc.)
- Funding from other donors
- Funding from investors
- Funding from lenders
- Funding from other partners (i.e., government agencies, nongovernmental organizations, etc.) Funds leveraged will be scored as follows:
  - 0 points: No external funds leveraged (note contributions from the entity applying for funding do not count toward this criteria).
  - 2 points: Up to 20% of the grant funding is matched.
  - 4 points: Up to 40% of the grant funding is matched.
  - 6 points: Up to 60% of the grant funding is matched.
  - 8 points: Up to 80% of the grant funding is matched.
  - 10 points: Up to 100% of the grant funding is matched.

*Note: Funding from other U.S. Government agencies will not be considered as leverage.*

**Management and operational capacity (5 points).** This includes evidence of the applicant's capability to undertake and accomplish the proposed activities. The application should demonstrate the applicant's effectiveness in terms of internal structure, technical capacity, and personnel. Also,

the applicant must demonstrate adequate fiscal management capability. The evaluation of this criterion will be based principally on the following:

- Availability of PUE devices or systems inventory and human resources
- Risks and proposed mitigation strategies
- Documented past performance (similar models implemented in other countries/geographies, sales volumes, number of customers, etc.)
- Documented relevant expertise among the proposed team (CVs attached of key personnel for example, Chief Executive Officer, Chief Operating Officer, Marketing/Sales Lead)
- Clearly defined roles of key personnel
- Identification of expertise gaps and proposed solution(s) to bridge those gaps.

**Commercial sustainability/financial self-reliance (5 points)**. The applicant must show that it is in good financial standing and that the proposed solution will be sustainable after the grant's performance period ends. Criteria used to evaluate this category will include the following:

- Lead Applicant's current liabilities and current assets.
- Financial statements for the past two fiscal years (2022 and 2023).
- Expected revenue streams enabled by the grant, including:
  - Any performance-based payments
  - Revenues from microenterprises
  - Payments from off-taker(s)
  - Sales of PUE devices.
- Local distributor/supplier and maintenance networks.
- After-sales services.
- Marketing strategies.

**Cost efficiency (5 points)**. This category will look at the degree to which budgeting is clear and reasonable and reflects the best use of enterprise and grant resources, while demonstrating a clear commitment of investment by the applicant.

will ensure environmental soundness and compliance in design and implementation, as required by [22 CFR 216 Agency Environmental Procedures](#). Applicants **must** describe their environmental impact and waste management policy and procedures and show alignment to global and respective environmental management and regulations.

Additionally, the applicant must also indicate any risks to program implementation and methods that would be used to mitigate such risks.

Using the above evaluation criteria, the selection committee will score and rank each application. Before making an award, the selected applications will undergo a pre-award risk assessment to evaluate the ability of the applicants to implement the grant activity. The assessment will evaluate the applicant's control environment to determine its ability to successfully implement the grant activity. A positive risk assessment means that the applicant possesses or could obtain the necessary management competence to plan and carry out the assistance program to be funded, and that the applicant will practice mutually agreed upon methods of accountability for funds and other assets provided by the EECA activity.



**SECTION 6: ANNEXES**

**Annex 1:** Grants application form

**Annex 2:** Budget template, implementation plan

**Annex 3:** Budget narrative

**Annex 4:** Organization Control Environment Questionnaire

**Annex 5:** Past performance references

**Annex 6:** CVs of key personnel, management, and technical staff who will oversee the program.